

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## August 2021

With housing prices soaring and record-low inventory throughout much of the country, many prospective buyers have opted to rent for the time being, only to find conditions much the same in the rental market. Indeed, competition for rental properties is strong: the national median rent has increased 11.4% since January, and rent growth this year is surpassing the average growth over the same months from 2017 – 2019 in 98 out of the 100 largest cities in the nation, according to Apartment List. For the 12-month period spanning September 2020 through August 2021, Pending Sales in the Hilton Head region were up 29.0 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 66.5 percent.

The overall Median Sales Price was up 14.5 percent to \$395,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 24.0 percent to \$310,000. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 92 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 136 days.

Market-wide, inventory levels were down 54.6 percent. The property type that lost the least inventory was the Condos segment, where it decreased 35.1 percent. That amounts to 1.0 months supply for Single-Family homes and 1.3 months supply for Condos.

## Quick Facts

**+ 66.5%**

**+ 39.5%**

**+ 28.6%**

Price Range With the  
Strongest Sales:  
**\$650,001 and Above**

Bedroom Count With  
Strongest Sales:  
**2 Bedrooms or Less**

Property Type With  
Strongest Sales:  
**Single-Family**

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

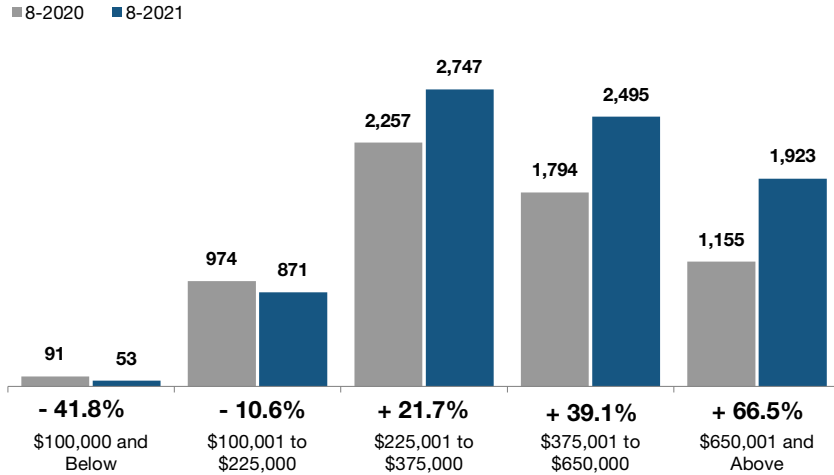


# Pending Sales

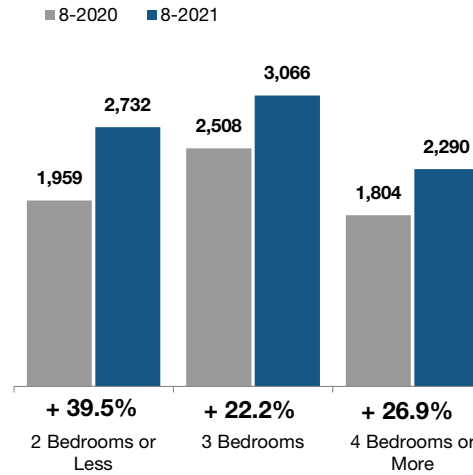
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



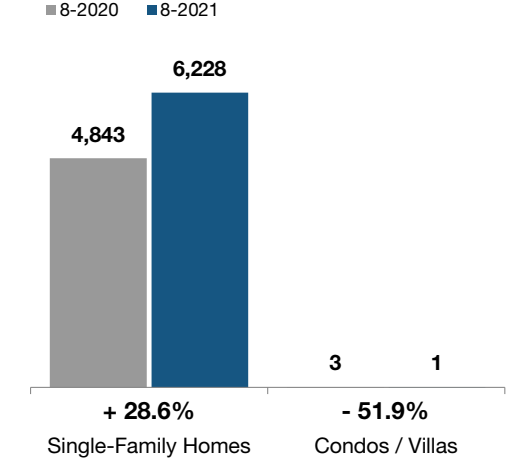
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	8-2020	8-2021	Change
\$100,000 and Below	91	53	- 41.8%
\$100,001 to \$225,000	974	871	- 10.6%
\$225,001 to \$375,000	2,257	2,747	+ 21.7%
\$375,001 to \$650,000	1,794	2,495	+ 39.1%
\$650,001 and Above	1,155	1,923	+ 66.5%
<b>All Price Ranges</b>	<b>6,271</b>	<b>8,089</b>	<b>+ 29.0%</b>

### Single-Family Homes

8-2020	8-2021	Change
38	15	- 60.5%
457	310	- 32.2%
1,805	2,237	+ 23.9%
1,486	1,970	+ 32.6%
1,057	1,696	+ 60.5%
<b>4,843</b>	<b>6,228</b>	<b>+ 28.6%</b>

### Condos / Villas

8-2020	8-2021	Change
3	2	- 20.7%
2	1	- 73.9%
2	2	- 23.8%
3	1	- 56.7%
7	2	- 64.2%
<b>3</b>	<b>1</b>	<b>- 51.9%</b>

## By Bedroom Count

By Bedroom Count	8-2020	8-2021	Change
2 Bedrooms or Less	1,959	2,732	+ 39.5%
3 Bedrooms	2,508	3,066	+ 22.2%
4 Bedrooms or More	1,804	2,290	+ 26.9%
<b>All Bedroom Counts</b>	<b>6,271</b>	<b>8,089</b>	<b>+ 29.0%</b>

8-2020	8-2021	Change
877	1,313	+ 49.7%
2,195	2,655	+ 21.0%
1,771	2,259	+ 27.6%
<b>4,843</b>	<b>6,228</b>	<b>+ 28.6%</b>

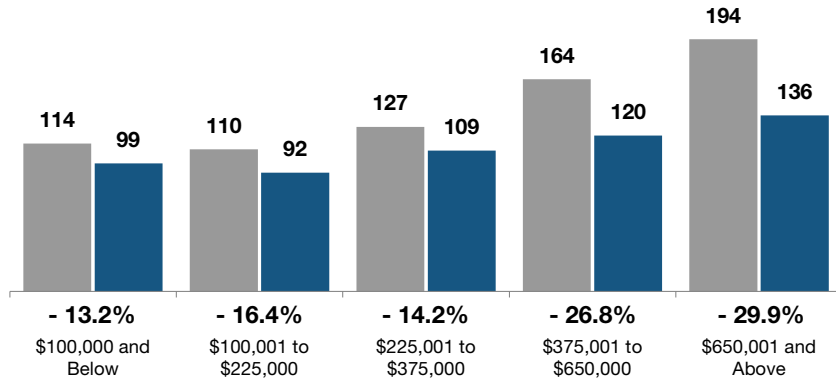
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted.  
Based on a rolling 12-month average.



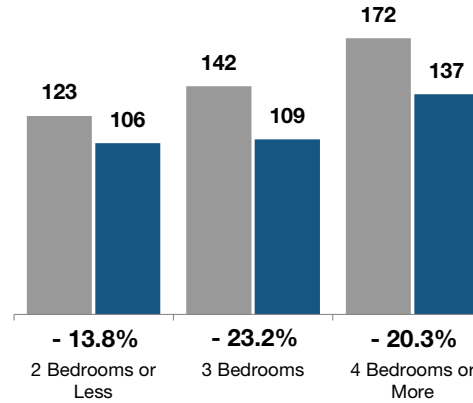
## By Price Range

■ 8-2020 ■ 8-2021



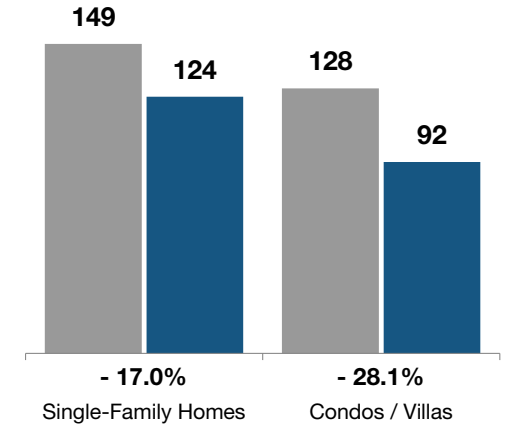
## By Bedroom Count

■ 8-2020 ■ 8-2021



## By Property Type

■ 8-2020 ■ 8-2021



### All Properties

#### By Price Range

	8-2020	8-2021	Change
\$100,000 and Below	114	99	- 13.2%
\$100,001 to \$225,000	110	92	- 16.4%
\$225,001 to \$375,000	127	109	- 14.2%
\$375,001 to \$650,000	164	120	- 26.8%
\$650,001 and Above	194	136	- 29.9%
<b>All Price Ranges</b>	<b>144</b>	<b>116</b>	<b>- 19.4%</b>

### Single-Family Homes

	8-2020	8-2021	Change
2 Bedrooms or Less	105	93	- 12.2%
3 Bedrooms	112	103	- 8.0%
4 Bedrooms or More	127	114	- 10.1%
All Single-Family Homes	166	126	- 23.8%
All Single-Family Homes	194	139	- 28.2%
<b>All Single-Family Homes</b>	<b>149</b>	<b>124</b>	<b>- 17.0%</b>

### Condos / Villas

	8-2020	8-2021	Change
Condos / Villas	120	102	- 15.0%
Condos / Villas	107	85	- 20.6%
Condos / Villas	128	88	- 31.3%
Condos / Villas	152	99	- 34.9%
Condos / Villas	201	107	- 46.8%
<b>All Condos / Villas</b>	<b>128</b>	<b>92</b>	<b>- 28.1%</b>

#### By Bedroom Count

	8-2020	8-2021	Change
2 Bedrooms or Less	123	106	- 13.8%
3 Bedrooms	142	109	- 23.2%
4 Bedrooms or More	172	137	- 20.3%
<b>All Bedroom Counts</b>	<b>144</b>	<b>116</b>	<b>- 19.4%</b>

	8-2020	8-2021	Change
2 Bedrooms or Less	128	130	+ 1.6%
3 Bedrooms	141	110	- 21.8%
4 Bedrooms or More	171	137	- 19.8%
<b>All Bedroom Counts</b>	<b>149</b>	<b>124</b>	<b>- 17.0%</b>

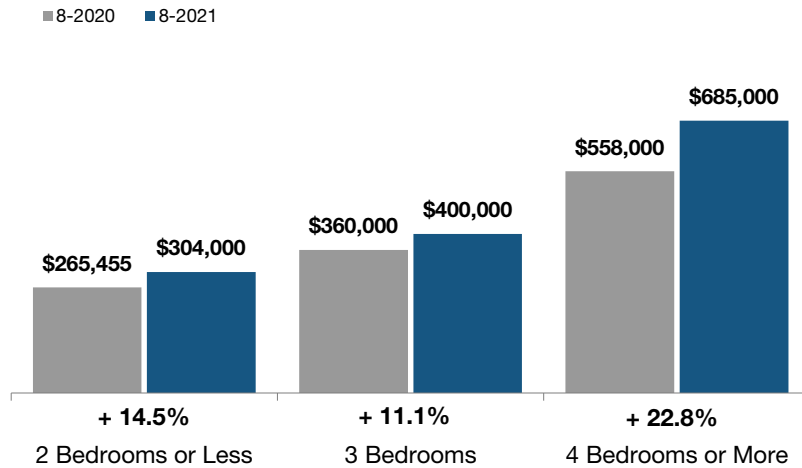
	8-2020	8-2021	Change
Condos / Villas	119	89	- 25.2%
Condos / Villas	151	102	- 32.5%
Condos / Villas	205	112	- 45.4%
<b>All Condos / Villas</b>	<b>128</b>	<b>92</b>	<b>- 28.1%</b>

# Median Sales Price

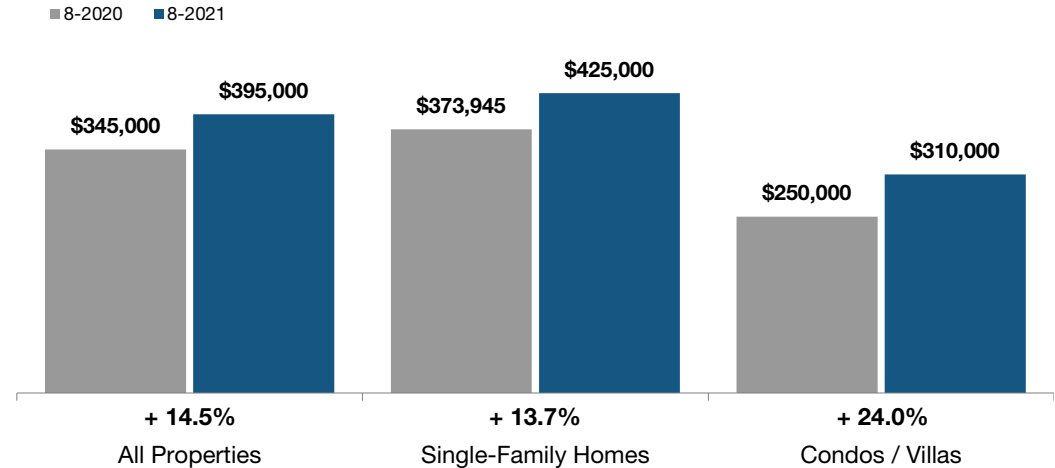
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



### All Properties

By Bedroom Count	8-2020	8-2021	Change
2 Bedrooms or Less	\$265,455	\$304,000	+ 14.5%
3 Bedrooms	\$360,000	\$400,000	+ 11.1%
4 Bedrooms or More	\$558,000	\$685,000	+ 22.8%
<b>All Bedroom Counts</b>	<b>\$345,000</b>	<b>\$395,000</b>	<b>+ 14.5%</b>

### Single-Family Homes

8-2020	8-2021	Change	8-2020	8-2021	Change
\$295,000	\$321,000	+ 8.8%	\$217,000	\$265,000	+ 22.1%
\$356,661	\$394,690	+ 10.7%	\$380,000	\$460,000	+ 21.1%
\$555,000	\$685,000	+ 23.4%	\$702,500	\$825,000	+ 17.4%
<b>\$373,945</b>	<b>\$425,000</b>	<b>+ 13.7%</b>	<b>\$250,000</b>	<b>\$310,000</b>	<b>+ 24.0%</b>

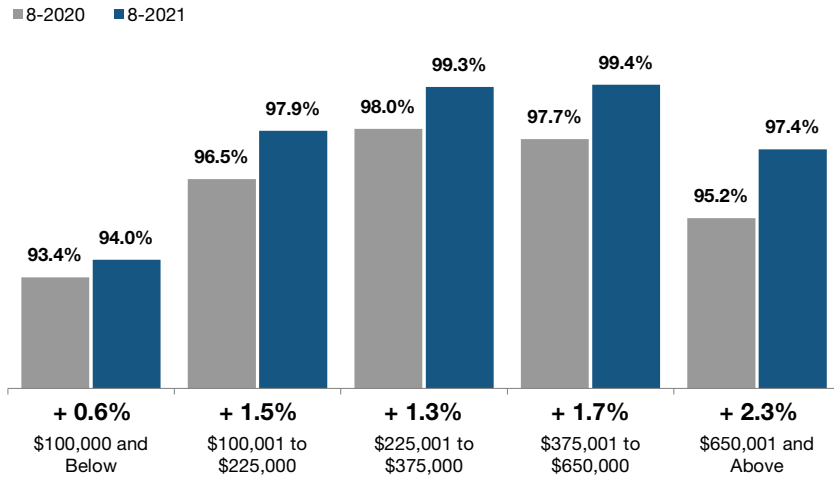
### Condos / Villas

# Percent of List Price Received

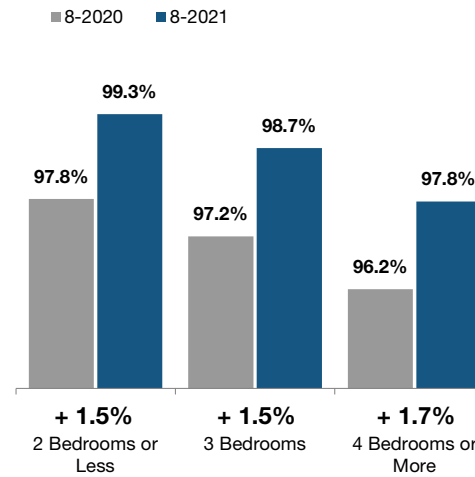
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



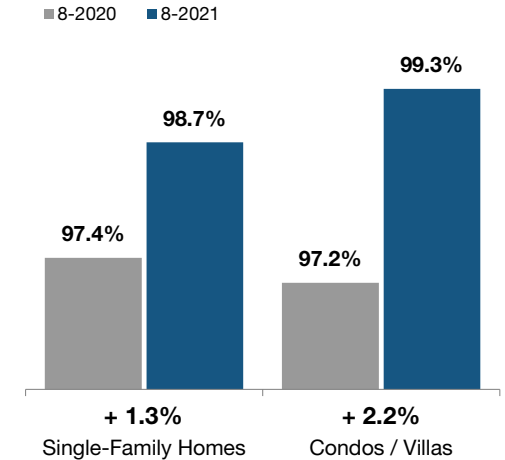
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	8-2020	8-2021	Change
\$100,000 and Below	93.4%	94.0%	+ 0.6%
\$100,001 to \$225,000	96.5%	97.9%	+ 1.5%
\$225,001 to \$375,000	98.0%	99.3%	+ 1.3%
\$375,001 to \$650,000	97.7%	99.4%	+ 1.7%
\$650,001 and Above	95.2%	97.4%	+ 2.3%
<b>All Price Ranges</b>	<b>97.1%</b>	<b>98.7%</b>	<b>+ 1.6%</b>

### Single-Family Homes

8-2020	8-2021	Change
92.5%	93.4%	+ 1.0%
96.8%	98.4%	+ 1.7%
98.4%	99.5%	+ 1.1%
97.9%	99.3%	+ 1.4%
95.3%	97.2%	+ 2.0%
<b>97.4%</b>	<b>98.7%</b>	<b>+ 1.3%</b>

### Condos / Villas

8-2020	8-2021	Change
102.3%	88.8%	- 11.2%
97.2%	98.4%	+ 1.2%
97.0%	99.9%	+ 3.0%
97.1%	100.4%	+ 3.4%
95.9%	98.0%	+ 2.2%
<b>97.2%</b>	<b>99.3%</b>	<b>+ 2.2%</b>

### By Bedroom Count

8-2020	8-2021	Change
97.8%	99.3%	+ 1.5%
97.2%	98.7%	+ 1.5%
96.2%	97.8%	+ 1.7%
<b>97.1%</b>	<b>98.7%</b>	<b>+ 1.6%</b>

8-2020	8-2021	Change
100.1%	100.6%	+ 0.5%
97.3%	98.8%	+ 1.5%
96.3%	97.8%	+ 1.6%
<b>97.4%</b>	<b>98.7%</b>	<b>+ 1.3%</b>

8-2020	8-2021	Change
97.4%	99.5%	+ 2.2%
96.9%	99.1%	+ 2.3%
94.8%	92.8%	- 2.1%
<b>97.2%</b>	<b>99.3%</b>	<b>+ 2.2%</b>

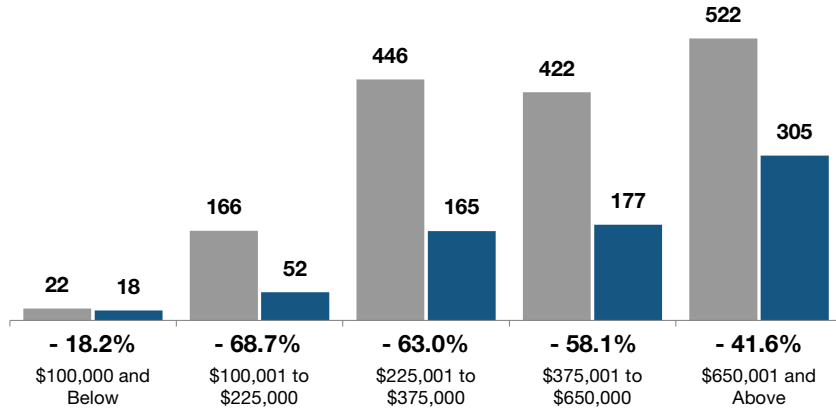
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month.  
Based on one month of activity.



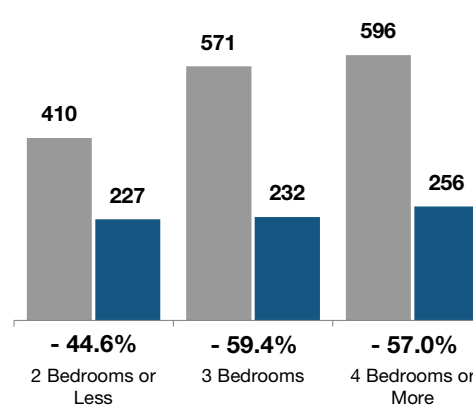
## By Price Range

■ 8-2020 ■ 8-2021



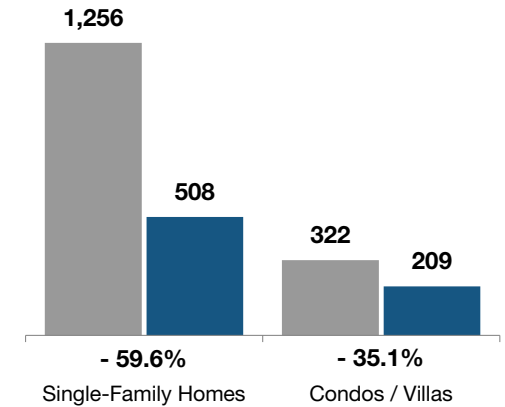
## By Bedroom Count

■ 8-2020 ■ 8-2021



## By Property Type

■ 8-2020 ■ 8-2021



### All Properties

#### By Price Range

	8-2020	8-2021	Change
\$100,000 and Below	22	18	- 18.2%
\$100,001 to \$225,000	166	52	- 68.7%
\$225,001 to \$375,000	446	165	- 63.0%
\$375,001 to \$650,000	422	177	- 58.1%
\$650,001 and Above	522	305	- 41.6%
<b>All Price Ranges</b>	<b>1,578</b>	<b>717</b>	<b>- 54.6%</b>

### Single-Family Homes

	8-2020	8-2021	Change
2 Bedrooms or Less	8	10	+ 25.0%
3 Bedrooms	68	23	- 66.2%
4 Bedrooms or More	368	95	- 74.2%
	345	120	- 65.2%
	467	260	- 44.3%
<b>All Single-Family Homes</b>	<b>1,256</b>	<b>508</b>	<b>- 59.6%</b>

### Condos / Villas

	8-2020	8-2021	Change
Single-Family Homes	14	8	- 42.9%
Condos / Villas	98	29	- 70.4%
	78	70	- 10.3%
	77	57	- 26.0%
	55	45	- 18.2%
<b>All Condos / Villas</b>	<b>322</b>	<b>209</b>	<b>- 35.1%</b>

#### By Bedroom Count

	8-2020	8-2021	Change
2 Bedrooms or Less	410	227	- 44.6%
3 Bedrooms	571	232	- 59.4%
4 Bedrooms or More	596	256	- 57.0%
<b>All Bedroom Counts</b>	<b>1,578</b>	<b>717</b>	<b>- 54.6%</b>

	8-2020	8-2021	Change
2 Bedrooms or Less	169	68	- 59.8%
3 Bedrooms	495	187	- 62.2%
4 Bedrooms or More	591	251	- 57.5%
<b>All Single-Family Homes</b>	<b>1,256</b>	<b>508</b>	<b>- 59.6%</b>

	8-2020	8-2021	Change
Single-Family Homes	241	159	- 34.0%
Condos / Villas	76	45	- 40.8%
	5	5	0.0%
<b>All Condos / Villas</b>	<b>322</b>	<b>209</b>	<b>- 35.1%</b>

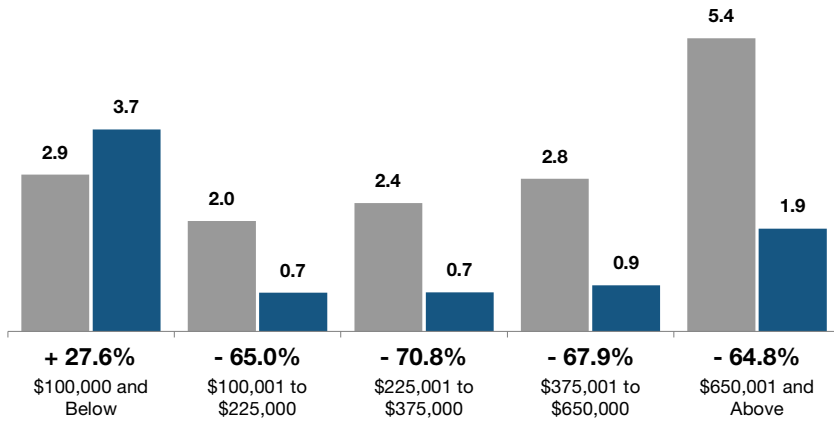
# Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



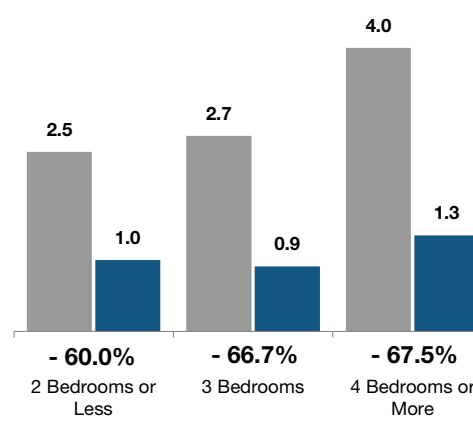
## By Price Range

■ 8-2020 ■ 8-2021



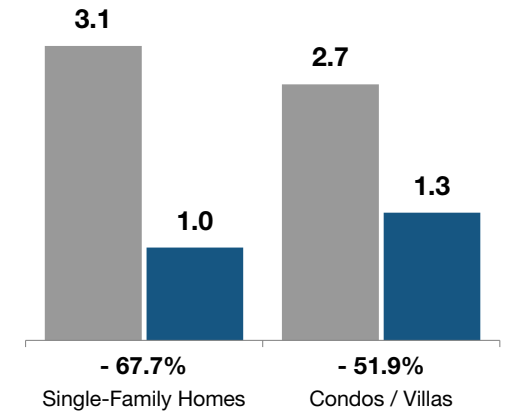
## By Bedroom Count

■ 8-2020 ■ 8-2021



## By Property Type

■ 8-2020 ■ 8-2021



### All Properties

#### By Price Range

	8-2020	8-2021	Change
\$100,000 and Below	2.9	3.7	+ 27.6%
\$100,001 to \$225,000	2.0	0.7	- 65.0%
\$225,001 to \$375,000	2.4	0.7	- 70.8%
\$375,001 to \$650,000	2.8	0.9	- 67.9%
\$650,001 and Above	5.4	1.9	- 64.8%
<b>All Price Ranges</b>	<b>3.0</b>	<b>1.1</b>	<b>- 63.3%</b>

### Single-Family Homes

	8-2020	8-2021	Change
2 Bedrooms or Less	2.5	1.0	- 60.0%
3 Bedrooms	2.7	0.9	- 66.7%
4 Bedrooms or More	4.0	1.3	- 67.5%
<b>All Single-Family Homes</b>	<b>3.1</b>	<b>1.0</b>	<b>- 67.7%</b>

### Condos / Villas

	8-2020	8-2021	Change
Single-Family Homes	3.1	1.0	- 67.7%
Condos / Villas	2.7	1.3	- 51.9%
<b>All Condos / Villas</b>	<b>2.7</b>	<b>1.3</b>	<b>- 51.9%</b>

#### By Bedroom Count

	8-2020	8-2021	Change
2 Bedrooms or Less	2.5	1.0	- 60.0%
3 Bedrooms	2.7	0.9	- 66.7%
4 Bedrooms or More	4.0	1.3	- 67.5%
<b>All Bedroom Counts</b>	<b>3.0</b>	<b>1.1</b>	<b>- 63.3%</b>

	8-2020	8-2021	Change
2 Bedrooms or Less	2.5	1.0	- 60.0%
3 Bedrooms	2.7	0.9	- 66.7%
4 Bedrooms or More	4.0	1.3	- 67.5%
<b>All Bedroom Counts</b>	<b>3.0</b>	<b>1.1</b>	<b>- 63.3%</b>